Chapter 1 "Starting Point for Selling Solutions for On Demand Business" Quiz

Listed are responsibilities of the Solution Advisor or the Solution Designer. Next to the responsibility, write which role (Solution Advisor or Solution Designer) it is classified under.

1. Verifying the solution meets the   Solution Designer
   client requirements

2. Closing the sale   Solution Advisor

3. Analyzing business processes   Solution Designer

4. Assisting with proposal preparation   Solution Designer

5. Articulating the IBM value proposition   Solution Advisor

6. Gathering client business requirements   Solution Designer

7. Building client relationships   Solution Advisor

8. Verifying the solution meets the   Solution Advisor
   client's expectations